

# Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

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## Designation Item

This section details the item that has been investigated for designation in the FB4P.

**Item Investigated:** Stationary Hydraulic Fluids

**Item Description:** Stationary hydraulic fluids represent that group of products formulated for use in the hydraulic systems of fixed or stationary equipment. Products in this item act as a mechanical power transmission medium, to replace mineral oils and provide wear, rust and oxidation protection for machine tools and equipment. Biobased stationary hydraulic fluids are typically formulated from natural soy, canola, or other seed oil-based feed stocks and contain little to no hazardous ingredients. Providing low volatility, increased flash points and fire safety characteristics.

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## Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

### Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Hydraulic Fluid Fluid Power Power Transmission	<a href="http://www.syntheticwarehouse.com">www.syntheticwarehouse.com</a> <a href="http://www.thebestoil.com">www.thebestoil.com</a> <a href="http://www.knovel.com">www.knovel.com</a> <a href="http://www.dow.com">www.dow.com</a> <a href="http://www.cibasc.com">www.cibasc.com</a> <a href="http://www.lubrizol.com">www.lubrizol.com</a> <a href="http://www.oceta.on.ca">www.oceta.on.ca</a> <a href="http://www.sinolube.com">www.sinolube.com</a>
Vivisimo	See Previous	<a href="http://www.cfp.ns.ca">www.cfp.ns.ca</a> <a href="http://www.roehm.com">www.roehm.com</a> <a href="http://www.stewardenterprise.com">www.stewardenterprise.com</a> <a href="http://www.kendallmotoroil.com">www.kendallmotoroil.com</a> <a href="http://www.lucasoil.hodgsoncorp.com">www.lucasoil.hodgsoncorp.com</a> <a href="http://www.amref.com">www.amref.com</a>
Alta Vista	See Previous	<a href="http://www.fluid.power.net">www.fluid.power.net</a> <a href="http://www.ifps.org">www.ifps.org</a> <a href="http://www.nfpa.com">www.nfpa.com</a> <a href="http://www.fluidpowerjournal.com">www.fluidpowerjournal.com</a>

## Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Hydraulic Fluid	<a href="http://www.metrohydraulic.com">www.metrohydraulic.com</a> <a href="http://www.unitedoil.com">www.unitedoil.com</a> <a href="http://www.oilservice.com">www.oilservice.com</a> <a href="http://www.anderol.com">www.anderol.com</a> <a href="http://www.mobil.com">www.mobil.com</a> <a href="http://www.petro-canada.com">www.petro-canada.com</a> <a href="http://www.hbind.com">www.hbind.com</a> <a href="http://www.cimcool.com">www.cimcool.com</a> <a href="http://www.acculube.com">www.acculube.com</a>
Fluid Power	None - Equipment
Power Transmission	None - Equipment

## Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association United Soybean Board Association for Manufacturing Technology Material Handling Industry of America National Fluid Power Association Consolidated Fluid Power Institute Fluid Power Society	<a href="http://www.fuchs.com">www.fuchs.com</a> <a href="http://www.gemtek.com">www.gemtek.com</a> <a href="http://www.hydrosafe.com">www.hydrosafe.com</a> <a href="http://www.quakerchem.com">www.quakerchem.com</a> <a href="http://www.schaefferoil.com">www.schaefferoil.com</a> <a href="http://www.soyclean.biz">www.soyclean.biz</a>

## Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
BioBlend	Doug Wallace	BioBlend Bioflo AW 46 Hydraulic Oil Foodstream Bioflo FG Hydraulic Oil
Cargill Industrial Oils & Lubricants	Luis Del Valle	Agri-Pure 75 Novus AW 150 ISO 46
Environmental Lubricants Manufacturing	Gene Tripp	SoyFluid Hydraulic All Season ISO 32 SoyFluid Hydraulic Food Grade ISO 46 SoyFluid Hydraulic Industrial ISO 46

		BiotechBased Food Grade Hydraulic Oil
Renewable Lubricants	Jacqueline Garmier	Renew-Hydraulic Fluid ISO 32 Bio-ISO 46 Bio-Hydraulic Fluid Bio-Hydraulic Fluid DOD Bio-HVO Hydraulic Fluid Bio-FG Hydraulic Fluids
Terresolve Technologies	Mark Miller	EnviroLogic 146 EnviroLogic 3046

## Conclusion

The results from the four information sources indicate that over twenty manufacturing companies in the United States are currently producing Stationary Hydraulic Fluids that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.